

## Message Text

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PAGE 01 KUWAIT 05089 291155Z

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ACTION NEA-10

INFO OCT-01 ISO-00 FEA-01 AEC-05 AID-05 CEA-01 CIAE-00

CIEP-01 COME-00 DODE-00 EB-07 FPC-01 H-01 INR-05

INT-05 L-02 NSAE-00 NSC-05 OMB-01 PM-03 RSC-01 SAM-01

OES-03 SP-02 SS-15 STR-01 TRSE-00 FRB-01 SSO-00

NSCE-00 INRE-00 /078 W

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FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC IMMEDIATE 1600

C O N F I D E N T I A L KUWAIT 5089

FROM PAGANELLI, EMBASSY DOHA

E.O. 11652: GDS

TAGS: ENRG, QA

SUBJECT: GOVERNMENT OF QATAR WISHES TO INTEREST STANDARD OIL  
OF INDIANA IN CONCESSION

1. ON NOV 27 DR. TAHIR HADIDI, SENIOR OIL ADVISOR TO GOVERNMENT  
OF QATAR, ASKED FOR OUR ASSISTANCE IN CONTACTING OFFICIALS OF  
STANDARD OIL OF INDIANA (SOI). ACCORDING HADIDI, HE WANTS TO  
TALK WITH HIGH LEVEL OFFICIALS OF SOI ON URGENT BASIS ABOUT  
CONCESSION AREA RELINQUISHED BY JAPANESE COMPANY, QATAR OIL  
COMPANY. HADIDI SAID THAT HE HAS SOUGHT AND RECEIVED THE AMIR'S  
PERMISSION TO INVITE SOI TO DOHA FOR TALKS. HE SAID AMIR IS  
VERY FAVORABLY DISPOSED TO HAVING US OIL FIRM INDEPENDENTLY ACTIVE  
HERE.

2. HADIDI SAID HE SPECIFICALLY WISHED SOI'S JAMES VAN DER BEEK  
TO COME TO DOHA FOR DISCUSSIONS. ACCORDING HADIDI, HE KNEW  
VAN DER BEEK WILL FROM DEALINGS WITH HIM WHEN HE (HADIDI) WAS  
OFFICIAL OF EGYPTIAN OIL MINISTRY IN CAIRO (HADIDI IS EGYPTIAN).  
HADIDI EXPRESSED HIGHEST REGARD FOR VAN DER BEEK WHOM HE THOUGHT  
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PAGE 02 KUWAIT 05089 291155Z

WAS NOW AT SOI'S CHICAGO OFFICE. HADIDI ASSURED US THAT HE COULD

OFFER INTERESTING PROPOSAL ON CONCESSION TO SOI AND THIS WOULD BE NO WILD GOOSE CHASE, ALTHOUGH AS IN ANY OIL VENTURE THERE WAS RISK FACTOR. HE NOTED SOIL HAD SENT TO DOHA RECENTLY THREE TECHNICIANS FROM ITS BEIRUT OFFICE, BUT VISIT HAD BEEN UNPRODUCTIVE, AND HE BELIEVED ONLY OFFICIAL SUCH AS VAN DER BEEK HAD EXPERIENCE AND AREA FAMILIARITY TO APPRECIATE POSSIBILITIES OF SITUATION HERE.

3. RE TIMING, HADIDI SAID IT WAS ESSENTIAL THAT VAN DER BEEK COME OUT ALMOST IMMEDIATELY SINCE OIL MINISTRY BUDGET FOR 1975 WOULD BE FINALIZED WITHIN THE NEXT MONTH; THEREFORE, ANY NEW ACTIVITY SUCH AS SOI'S TAKING ON CONCESSION WOULD HAVE TO BE FACTORED INTO BUDGET WITHIN NEXT TWO WEEKS.

4. HADIDI MENTIONED THAT ATLANTIC/RICHFIELD HAD EXPRESSED SOME INTEREST IN THIS CONCESSION AREA BUT HE DID NOT THINK IT A SERIOUS ONE. HE SAID HE HAD STRONG PERSONAL PREFERENCE FOR DEALING WITH SOI BASED ON HIS EXCELLENT RELATIONS WITH COMPANY AND ITS EXCELLENT PERFORMANCE IN EGYPT. HE EMPHASIZED AMIR'S APPROVAL OF INVITING AMERICAN OIL COMPANY TO OPERATE HERE. HE SAID URGENCY OF MATTER RELATED NOT ONLY TO BUDGET PROCESS BUT AMIR'S DEMAND FOR QUICK RESPONSE.

5. COMMENT AND ACTION REQUESTED: IT APPEARS THAT HADIDI KNOWS VAN DER BEEK WELL AND ASSUMES VAN DER BEEK WILL UNDERSTAND THAT INVITATION IS SERIOUS AND URGENT. WE CANNOT EVALUATE SITUATION FURTHER, BUT REQUEST DEPARTMENT CONTACT VAN DER BEEK IMMEDIATELY TO CONVEY HADIDI'S INVITATION. WE NEED QUICK REACTION FROM VAN DER BEEK AND REQUEST THAT DEPT PHONE THIS TO DOHA SOONEST.

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